

Central Intelligence Agency

STAT



Washington, D.C. 20505

27 August 1984

NEC America, Incorporated  
Facsimile  
1600 Wilson Boulevard  
Suite 1303  
Arlington, Virginia 22209

Attention: William F. Baxter  
Federal Government Marketing Manager

Dear Mr. Baxter:

Your letter of July 16, 1984, to Mr. Harry Fitzwater has been forwarded to this Office for response and action. We are circulating the material enclosed in your letter, as well as previously received descriptive literature and your Form 129, to components within this Agency who would have an interest in the product/services which your company offers. Be assured, that your company is on our current Bidder's Mailing List and when a need exists, you will hear from the interested component directly.

We appreciate your continued interest in doing business with the Central Intelligence Agency.

Sincerely,



Chief

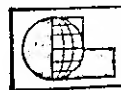
Procurement Management Staff  
Office of Logistics

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# NEC

## NEC America, Inc.

July 16, 1984

Facsimile  
1600 Wilson Blvd., Suite 1303  
Arlington, Virginia 22209  
(703) 276-8191

H. E. Fitzwater, Deputy Director  
Administration  
Central Intelligence Agency  
Washington, D.C. 20505

RE: OVERALL SAVINGS — FACSIMILE LIFE-CYCLE COSTING

GSA is now encouraging government agencies, in their purchases, to take account not only of the original purchase price of the unit in question, but also the over-all cost of operations and maintenance.

When it comes to Facsimile, the major operating cost is that of telephone line usage. Please take a moment to look at the following comparison chart, which uses government phone rates of \$.29 per minute, for transmission of one page:

Group I	Per Page
6 minute	\$1.74
4 minute	1.16
Group II	
3 minute	.87
2 minute	.58
90 second	.44
Group III	
40 second	.20
30 second	.15
20 second	.10

On a business day when your office transmits 20 documents, the difference between an obsolete 6-minute machine and a modern 20-second transceiver will be \$34.80 versus \$2.00 in telephone line charges.

Over a year, if you transmit with this volume on 200 days, the contrast is \$6960.00 versus \$400.00 in phone line charges. In ONE YEAR, this amounts to more than the cost of the purchase of up-to-date equipment. Please give me a call so we can talk about possible savings for your agency.

Sincerely yours,

William F. Baxter  
Federal Government Marketing Manager

WFB/ved  
Enclosure

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